




Jean-François Declercq

Civil Engineer in Computer Science
Master of Business Administration



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General Information	
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Work Email	 <p>IBM.</p> <p><i>Jean-François Declercq</i> <i>Software IT Architect</i></p> <p><i>IBM Belgium s.a./n.v.</i> <i>Avenue du Bourget 42 Bourgetlaan</i> <i>Bruxelles 1130 Brussel</i></p> <p><i>Tel + 32 2 225 24 90</i> <i>Fax + 32 2 655 50 02</i> <i>Mobile +32 477 35 96 67</i> <i>jfdeclercq@be.ibm.com</i></p>
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Web Page	http://www.jfdeclercq.com/
Date of Birth	19 Aug 1973
Marital Status	Divorced, 1 child
Nationality	Belgian

University Studies

2002-2004 : MBA Master of Business Administration : General International Management,

[Vlerick Leuven Gent Management School](#)

Dissertation : Applying Portfolio Management in a software services and products company

1991-1997: [Civil Engineer in Informatics](#),

[UCL – Université Catholique de Louvain](#)

Dissertation: CSCW (Computer Supported Cooperative Work) :Analysis, Design and Implementation of an Internet based Virtual Meetings System.

Languages skill

- French: mother tongue
- Dutch: fluent (speaking, reading, writing)
- English: fluent (speaking, reading, writing)

Current Job - IBM

IBM	March 15th, 2007 – Today
Company	IBM Belgium s.a./n.v. - http://www.ibm.com/be/ Avenue du Bourget 42 B1130 Brussels Belgium
Company Description	<p>International Business Machines Corporation (known as IBM or "Big Blue"; NYSE: IBM) is a multinational computer technology and consulting corporation headquartered in Armonk, New York, USA. The company is one of the few information technology companies with a continuous history dating back to the 19th century. IBM manufactures and sells computer hardware, software, infrastructure services, hosting services and consulting services in areas ranging from mainframe computers to nanotechnology.</p> <p>Known through most of its recent history as the world's largest computer company, as of 2006, IBM has fallen to second behind Hewlett-Packard in total revenue (though not profit). With over 350,000 employees worldwide, IBM is the largest information technology employer in the world. IBM holds more patents than any other U.S. based technology company. It has engineers and consultants in over 170 countries and IBM Research has eight laboratories worldwide. IBM employees have earned three Nobel Prizes, four Turing Awards, five National Medals of Technology, and five National Medals of Science.[6] As a chip maker, IBM is among the Worldwide Top 20 Semiconductor Sales Leaders.</p> <p>IBM Software Group (SWG - http://www.software.ibm.com/be/) is almost a company in its own right, the second largest software business in the world. It has around 37.000 employees, the world's largest direct software sales force of 10.000, 30 software labs, 24 on demand software centers and 14.000 employees dedicated to open software technologies.</p> <p>The mission of IBM Software Group is the development of cutting-edge software solutions that realize the potential of the e-business revolution. The next generation of e-business will require better software to build and support the killer applications of tomorrow. Stable, secure and robust e-infrastructures and the successful integration of data and applications are the foundations of next generation e-business - concepts that lie at the heart of IBM's software business.</p> <p>SWG is focusing on business software in the middleware solutions area. - it delivers critical services to applications such as transaction management, messaging, systems management or data management.</p> <p>IBM Software Group in Belgium sells and distributes software to customers located in Belgium and Luxembourg. These software solutions are part of the middleware infrastructure and the development environment of the customer. The software solutions are developed in the IBM labs and belong to the Websphere, Lotus, DB2, Tivoli and Rational suites.</p> <p>In 2006, IBM's revenue was \$91,424 millions, of which \$18,204 millions in Software.</p>

Current Job – IBM (Continued)

Current Position	Software IT Architect (IBM Software Group) (March 2007 -> Now)
Mission Statement	<p>The Software IT Architect (SWITA) has the following role within the IBM Software Group organization :</p> <ul style="list-style-type: none">• Solution Designer : analysis of a customer's business and IT challenges and design a comprehensive solution that integrates smoothly into the customer's environment and which leverages the entire IBM software portfolio in order to increase IBM Software market share.• Technology Advisor : leads the IBM team in promoting the IBM technology, seeking to create new opportunities as well as advance existing sales efforts.• Methodologist : leads customers and the IBM team in selecting, employing and influencing the use of appropriate methodologies and design tools to achieve the desired business and technical results.• Facilitator : he is a leader in facilitating communication among customer, partner and IBM teams. <p>Project Advisor : makes sure that the business vision has been satisfied through the design, adapting to non-functional requirements, suggesting solutions to customer skill gaps, correcting architectural errors, and observing the deployed system to harvest lessons for future projects.</p>

Employment History - HP

Period	May 1st, 2005 – March 15 th , 2007
Company	Hewlett-Packard Belgium – http://www.hp.com/ Luchschipstraat 1, Rue de l'Aéronef 1140 Brussels Belgium
Company Description	Millions of people around the world use HP technology every day. HP is: <ul style="list-style-type: none"> - the largest consumer IT company - the world's largest SMB IT company - a leading enterprise IT company <p>HP's strategy is to offer products, services and solutions that are high tech, low cost and deliver the best customer experience. A team of 150,000 employees does business in more than 170 countries. Revenues reached \$79.9 billion for the fiscal year that ended October 31, 2004.</p>
2nd Position	Client Principal for HP C&I (Consulting & Integration) (Nov 2006 -> March 2007)
Mission Statement	The Client Principal (CP) is the single point of contact to the HP Enterprise Sales Force account teams and customers for all Systems Integration (SI) business. The CP is responsible for understanding the customer's business, the vertical industry (e.g., Manufacturing, Finance, Telecom, Public Sector), and strategizing SI led solutions that meets the customer's business need along with the sales account team providing the SI content expertise. The CP leads the SI pursuit, has strong business development skills, the ability to develop SI led solution strategies, deliver complex SI engagements utilizing HP Consulting & Integration practice solution portfolio and resources along with cross GBU components (e.g., Outsourcing, Customer Support, Software, Servers/Storage) in the assigned customer's organization. Create on-going and growing customer relationships at the executive level up to C-level (CEO, CFO, CIO, COO) into the account(s), and provides long term SI portfolio management to the client by acting as the trusted advisor. The CP is accountable for achieving business growth, financial targets (orders, margin, revenue), and customer satisfaction within assigned account(s), territory or solution focused area(s). The CP works closely with the HP Enterprise Sales Force to provide the SI content and to influence the account planning efforts. The CP role is not a sales leverage position.
1st Position	Solution Driver Portal & ECM (Enterprise Content Management) (May 2005 -> Nov 2006) HP C&I (Consulting & Integration)
Mission Statement	As a Solution Architect, my role is to: <ul style="list-style-type: none"> - determine the project's system architectures for existing or future customers - support the project managers implementing the architecture during delivery <p>As a Solution Driver, the mission aims at giving directions to the Portal & ECM consulting team at HP C&I Belgium:</p> <ul style="list-style-type: none"> - Product and Services Portfolio Definition - Go-To market definition for this portfolio - People coaching & mentoring - Practice capacity management - Business Development

Employment History – Software AG

Period	April 12, 99 – May 2005
Company	Software AG – http://www.softwareag.com/ Av des Pléiades 11, B1200 Brussels Belgium
Company Description	Software AG is one of the world's first hardware-independent software vendors with a full-year 2001 revenue of 589 million euros. Software AG sells "System Software": databases (Adabas, Tamino), middleware (EntireX) and development tools (Natural5).
2nd Position	Pre-Sales Consultant (March 2000 -> May 2005)
Mission Statement	As a member of the Technology & Solutions team, my role is to support the sales force with the technico-commercial aspects of our technology. This is valid for direct-sales, indirect-sales, project-sales and marketing activities.
Activities	<ul style="list-style-type: none"> • <u>Product Marketing</u> : As "XMLi Champion" (since March 2004)I'm the central marketing contact point for products (EntireX, Tamino, Iway, Vordel, Savvion; UDDI Server, Ontologies Server), packages (ESI – Entreprise Service Bus and EII -Entreprise Information Integrator) and Solutions (XBRL Suite, Single View, BPM – Business Process Management) of Software AG's XML Integration Business line in Belux. • <u>Marketing Communications</u> : Speaker at various marketing events (Software AG Seminars, XML Days, Bejug, XML User Group...) and journalist interview (Inside Internet, Technique&Management, Soluxions...) • <u>Software Engineering</u> : In order to propose solutions to customer problems, the position requires designing EAI - Entreprise Application Integration and ECM – Entreprise Content Management Systems Architectures. • <u>Software Development</u>: Realization of Proof of Concepts and demos for customers. Participation in Professional Services projects. Those projects are mainly Java, .NET and XML projects. • <u>Training/Coaching</u>: In order to transfer our product and solutions know-how to customers and partners, it's common to give (sales and technical) training or coaching about Software AG (XML, Tamino XML Server, EntireX) or partner products (Vordel, Iway, Stellent...). • <u>Direct-sales support</u>: Help account managers to qualify customers needs and propose technical solutions. This requires writing responses to RFPs or RFI as well as designing an architecture for the customer. • <u>Indirect-sales support</u>: Help indirect-sales in establishing the indirect channel for our products, Coaching- and working with- Partners.
1st position	Professional Services - Consultant for E-Business (April 1999 -> March 2000)
Mission Statement	As a member of the professional Services team, my role is to help customers to establish eBusiness infrastructures and implement projects using Software AG eBusiness Software: Bolero, EntireX and Tamino.
Activities	<ul style="list-style-type: none"> • <u>Development</u>: Bolero (DCOM, EJB, Java, HTTP), Tamino (XML), EntireX (Application Bus connecting mainframes, Unix Boxes, Java VM and NT). • <u>Projects</u>: Software AG Webshop (Showcase project). • <u>Trainer</u>: OO, Bolero, XML, Tamino • <u>Marketing</u>: European (+Hong Kong) road show with Corporate Marketing around the Bolero development environment.

Employment History – Cediti

Period	August 4, 97 - April 12, 99
Company	Cediti-UCL - http://www.cediti.be/ Av Georges Lemaître 21, B6041 Charleroi Belgium
Company Description	The CEDITI (Centre de Diffusion des Technologies de l'Information) is a spin-off of the UCL (Université Catholique de Louvain) . It was created in the context of Objective 1 (European Regional Development Fund & Cohesion Fund) to ensure technology transfer from universities (UCL, ULB, FUNDP) to companies in the region of Hainaut, Belgium.
Title	R&D Engineer - Software Engineering (Aug 1997 -> April 1990)
Mission	As a member of the IGLOO (Institut de Génie Logiciel) team, my role was to be up to date with the latest IT trends in software analysis, design and development in order to transfer this technological know-how to companies in Hainaut.
Activities	<ul style="list-style-type: none"> • <u>Software Development</u>: Develop showcases and pilot projects (medical sector) using Visual C++, JavaBeans , CORBA (Iona Orbix, OrbixWeb), XML , OODBMSs (ODI ObjectStore) • <u>Consultancy</u>: Give advices in the building of a enterprise wide software architecture that uses REUSABLE COMPONENTS (in Hospitals for example) • <u>Technical Evangelist</u>: presentations in seminars, expositions, information day of new technologies (OO, XML, Components) • <u>Training</u>: Giving training about CORBA, Java, UML, Introduction to Object Oriented Technologies, C++ • <u>Projects</u> : IPM - La Libre Culture, Système d'Informations Sportives(Silverstream projects).

IT know-how

- Operating Systems : Windows NT, 2000Pro and 2000Server, Solaris, Linux
- Databases : Tamino XML Server, MS SQL Server, mysql, Oracle, Sybase, AdabasD, ObjectStore
- Programming Languages : C, C++, Prolog, Java, JSP, EJB, VB, ASP,C#, PHP, JavaScript, SQL, OQL
- Tools : Visual Studio, Eclipse, Jbuilder, Forte, Bolero, Rational Rose, Softeam Objecteering, Cediti's Objectiver, Silverstream, Websphere Developpers Studio, XML Spy
- Web Standards : HTML, XHTML ,XML, XSLT, XMLSchema, Xpath, Xquery, Xforms, Xpointer, Xlink, OXML, RDF, WebDAV, CORBA, UML, XBRL, Web Services, SOAP, UDDI, WSDL, HTTP, FTP, XML Signature, RSS
- Application Servers : BEA Weblogic, IBM WebSphere, JBOSS, Tomcat, Jrun, Silverstream, iPlanet
- Products : Software Ag's Tamino, EntireX, Entreprise Service Bus, Entreprise Information Integrator, Iona's OrbixWeb, Visigenic's Visibroker, Stellent6-7, TridionR5, Savvion Business Manager, Vordel's VordelSecure, Iway Adapters, IXOS eCONServer, PostNuke, phpWiki
- Methodologies : DSDM, eXtreme Programming, KAOS, RUP - Rational Unified Process, MDA
- Business Rules Engine : Cincom Socrates

(To be completed soon with parts of the IBM's SW portfolio, Z/Os and iSeries...)

Leisures

- Internet
- Travel
- Cycling, Mountain Bike, Spinning, ([Sportopolis](#))
- Past Sports : Tennis, Horse riding (Raids, randonnées...), Water Polo (UCL University Team)

Misc

- Member of the Vlerick Alumni - <http://vlerickalumni.be/>
- Webmaster of multiple websites (ex : <http://www.Lowas.be/> or <http://www.jfdeclercq.com/> using phpWiki, a php/mysql opensource software).

Last Modification: 15 May, 2007

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